

## STATE NATIONAL'S NEW BANK HOUSE

Famous Old "Four Aces" To Be  
Remodeled and Greatly  
Enlarged.

The National State and City Bank, one of the patriarchs among the Richmond banks and one among the strongest financial institutions in the South has arranged to "clean house" and make its old home that it has been occupying since about the first of the year 1875 strictly modern and up-to-date, and considerably larger. The National State Bank has held forth at 1111 East Main Street, called by many the "Four-Ace" building, since the date when it was built. It owned the entire building. It was situated to take a back seat. The two offices fronting on Main Street have been rented for to these latter years, and they being splendid locations were quite an asset for the bank. In the meantime the bank was willing to hold forth in the rear, the entrance being through the wide hallway separating the two office buildings.

The plan that has been adopted is to turn the tenants, the Ginter Land and Development Company and the R. B. Chaffin Real Estate Company, out of doors, tear down the walls that separated these offices from the hallway and join the hallway into one big space into a great big banking house that will make up a floor space of 41,159 feet.

Cashier Hill and all of the bank forces have already moved into temporary quarters, the rooms recently occupied by the City Bank, 1109 East Main Street, and there business will be transacted in the usual way until the contractors complete the job of remodeling the old stand at 1111 East Main.

The contractors commenced the work of tearing down the walls a few days ago, and the work will be pushed forward as rapidly as possible. It is understood that the famous old bank will spare no means or pains to make the remodeled building strictly up to date. All of the plans for the interior improvements have been agreed upon and they call for a complete banking outfit, modern and in every way becoming and convenient with the main banking-room right square on Main Street.

R. B. Chaffin & Co. have already moved to the new building, and the Ginter Land Company will have new quarters in a few days.

## ALL ABOUT EGGS AND COLD STORAGE

(Continued From First Page.)  
In front of sight I have before me a copy of the New York Times of January 15 last, which contains the following:  
Charles F. Droste, a wholesale dealer of 177 Duane Street, was asked to tell what he knew of present conditions.

Mr. Droste talked about supply and demand, and theories of prices, and at the end made this confession:  
"We played for higher prices, and the whiff of time has caught us. High prices enticed people to raise hens and taught consumers to do with less food. When the prices started up there were many consumers and few sources of supply. Now it has changed, and there are many more eggs and chickens than there are buyers to take them off our hands."

"We did not make the money. The farmers made it. For our gains in a rising market have been swept away from us in its decline."  
"We want the public to know," he said, "that eggs simply cannot be kept in storage over one season, and that butter and poultry so kept is invariably kept at a loss. The public notion of the eggs being a storehouse of wealth is a sad and dangerous myth. The minds of the masses have been poisoned by the periodicals."

**Poultry Men Need Not Fear.**  
The ultimate effect of this meeting and the decision of the wholesalers to dump by May 1 the goods now being held may not be felt for some time, but certainly it is that the cold storage men have received drastic punishment and will be exceedingly careful (for some time at least) in the future at manipulating the produce markets. The reason for this is that the poultrymen of an overproduction, whether their stocks be large or small, for conditions of the present moment are exceptional and have been brought about solely by the wholesalers, to their own defeat. Country keepers will not find the market for first-class, strictly fresh products materially affected. The poorer classes are the ones who will derive the greatest benefits, as they will not be able to purchase stored eggs that are within even their limited means. The poultrymen who supply the best will find an increased demand for their products from the people who, instead of buying "store eggs," will be perfectly willing to pay a few cents more for the first-class article.

## REAL ESTATE AND BUILDING NEWS

(Continued From First Page.)

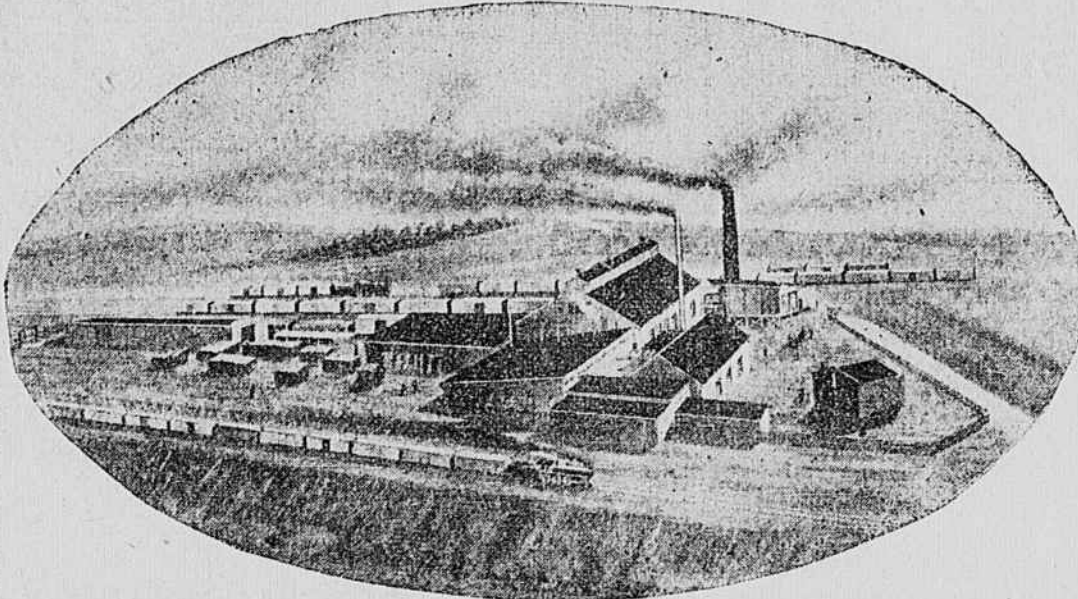
good business. Hardly up to the average, but very good business for such hot weather.

**Monument Annex.**  
Blanton & Co. expected something of a rest when the written law required them to advance the prices on Monument Annex lots, but Mr. Hoyte, of that concern, tells me that there has been no let-up, and notwithstanding the increased figures, lot buyers have kept the members of the concern and all of the salesmen busy. He reports several sales in the which the original purchasers made handsome profits.

Business is going along in the suburbs all right, as the Ginter Park, Barton Heights, Woodland Heights, Forest Hill, Westhampton and Norwood fellows all readily testify.

It takes much more than 100 degrees in the shade to stop the money folks from investing in Richmond real estate.

## C. F. SAUER CO'S GLASS BOTTLE FACTORY



## PROFITABLE BIRDS INSECT-FIGHTERS

(Continued From First Page.)

harmful insects are scarcely less valuable. It vigorously attacks cucumber beetles and many of the scale insects.

proved an active enemy of the Rocky Mountain locust during that insect's ruinous invasions, and among the other pests it consumes are the spring and fall cankerworms, orchard and forest tent caterpillars, tussock, gipsy, and brown-tail moths, plum curculio, army worm and chinch bug. In fact, not one of our birds has a better record. The rosebreast attacks the worst enemies of agriculture, making them its favorite prey, and time after time it has rendered valuable aid in checking their destructive infestations.

Cardinals range from Southern Mexico, Lower California and Arizona, north to Iowa and Ontario, and east to the Atlantic coast. They are permanent residents, spending the summer and winter in the same locality. It has been claimed that they pull sprouting grain, but no evidence of damage to either grain or other crops is afforded by the examination of more than 500 stomachs. On the other hand, the evidence is ample that they do much good.

The black-headed grosbeak ranges from Southern Mexico to British Columbia, North Dakota and Nebraska. It fills the same place in the West that the rosebreast does in the East, and economically is fully as important. In parts of its range it is destructive to early fruit and attacks also green peas and beans. However, since by proper precautions such losses may be minimized or altogether prevented, they should not be given too much weight in estimating the value of the bird. Instead of being regarded as an enemy by Western orchardists, the black-headed should be esteemed as a friend, since it is a foe to the worst pest or horticulture—the scale insects—which compose a fourth of its food.

**A Strictly Southern Bird.**  
This small but beautiful bird, the blue grosbeak, breeds over the Southern two-thirds of the United States. It is rather rare in the Northeastern part of this range, but is common locally in the Southern and Western parts. Blue grosbeak does no damage during the nesting period, and, in fact, are of great value to any farmer who chooses for a home, since they eat large numbers of injurious insects and feed their young exclusively upon them. In certain localities, however, after the breeding season, blue grosbeaks collect in flocks, move into grainfields, particularly those of oats and rice, and sometimes do considerable harm. Despite such depredations, the loss of cereals is repaid manyfold, since the birds consume almost five times as much insect food as grain. Moreover, some of the insects they devour are especially destructive. More than a fourth of the seasonal food is composed of grasshoppers, including the lesser migratory locust.

**How to Attract Birds.**  
Planting wild fruit is important for the purpose of attracting birds. Besides the fruits above mentioned, the following are valuable: Dogwoods, hollies, juniper, bayberry, Virginia creeper, blueberries, blackberries and wild grapes. Not all the thickets on a farm should be removed, since they serve to harbor birds, to protect them from enemies, and to furnish nesting sites. Where thickets are lacking, the growth of artificial ones should be encouraged, for they are very attractive to grosbeaks, particularly to the cardinal.

A permanent drinking and bathing place on the farm and in the garden is to be numbered among the most potent attractions for birds, and with a little ingenuity one can be prepared in almost any locality. Winter feeding serves to attract the cardinal, which

relishes corn, sunflower and other seed, and takes kindly even to table scraps. If particular promises prove congenial as a winter home, the bird is likely to prefer them in summer.

### Defective Laws.

No efforts to attract grosbeaks will succeed, however, unless protection is assured. Grosbeaks are already protected by law in practically every State, but since the machinery for the enforcement of laws is often ineffective, statutory protection must be supplemented by individual action, particularly under trespass laws. Such action has long been taken in behalf of game birds, and the wise landholder will take equal precautions to preserve the smaller insectivorous species which he is so fortunate as to have as tenants. Shooting and nest robbing must, of course, be barred. Squirrels, when allowed to become too numerous, destroy many eggs and young. But in the settled districts the worst enemy

of birds is the prowling cat. In certain islands, cats have completely exterminated many birds, including almost every kind nesting on or near the ground, and everywhere they levy a heavy toll upon small insectivorous species. Unquestionably if the number of birds is to be materially increased, measures must be taken to dispose of roving cats. Grosbeaks are usually able to defend themselves and their nests against the English sparrow, but for the sake of other small birds the number of this foreign pest should be materially reduced.

Present investigations prove that the services of grosbeaks in destroying insect pests are invaluable. Each kind pays special attention to certain pests which if unchecked would cause enormous losses. Few of our birds are to be credited with more good and with fewer evil deeds than the grosbeaks, and none more clearly deserves protection by the practical farmer.

P. H. McG.



"PLOWING WITH DYNAMITE IN LOUISA COUNTY."

## ENTERPRISE TELLS IN BIG RICHMOND

(Continued From First Page.)

smaller storage vault, in which the famous vanilla bean is kept. The storage vault until it acquires the necessary age, and in this connection it may be explained that the vanilla bean, like Virginia tobacco and corn whiskey, improves with a certain amount of age. Hence this plant was equipped with immense storage vaults for the vanilla bean, one of which is on the third floor. The others are on the lower floors.

The Sauer establishment makes all kinds of extracts, but I was especially interested in the vanilla department, and found many things that were new and interesting. The vanilla bean is not a bean at all, but rather a herb as long as one's hand. It grows in various parts of the tropical world, and varies in price from \$4 to \$7 per pound. The Sauer Company is probably the largest importers of the bean in this country, and this gives an idea of the immensity of their business. They carry on average stock of 10,000 pounds of these beans, buying when it is probably a year old, and then store it in these especially prepared vaults until the requisite age is acquired, and then it is cut, compressed, squeezed and all of its rich extracts withdrawn.

**Big Capital Required.**  
It will thus be seen that it takes a good pile of money to properly carry on even the vanilla end of this big extract business. The process of extracting the juices and all of the virtues of the vanilla bean is interesting.

to look upon, but to go into the details would make tedious reading matter. It is sufficient to say that very costly machinery, presses, boilers, copper and lined vats, sanitary pipes and other costly fixtures are necessary to make a pure and complete extract, and it is probable that no establishment in the whole world is supplied with all of this paraphernalia than the new plant of the Sauer Company right here in Richmond.

The vanilla bean is an exceedingly hard proposition to handle, and it has been abundantly demonstrated that unless there is a complete equipment from the ground up a perfectly pure vanilla extract cannot be made. No body understands this better than the managers of the Sauer establishment, and they have acquired this knowledge by years of experience and study, and they have had the nerve to invest very big money in the necessary equipment to meet the conditions necessary to produce a pure extract.

**Sanitary Manufacturing.**  
Another department on the second floor consists of dressing rooms, a dining hall and a kitchen for the benefit of the many employees of the establishment. The dining hall will be made a complete cafe, and to the right of it over the boiler room is a beautifully arranged roof garden in which the employees may spend a pleasant hour after the noon day lunch. On the third and fourth floors is where the work of making these now famous extracts really begins. There are located the copper tanks, strainers, distilling vats and all of the manufacturing apparatus used from these vats and boilers and things the juices are conveyed by sanitary pipes through the whole process of manufacture until the products reach the bottling stage on the lower floor, and the whole process is hurried along by electric power.

In another part of the three divi-

## Every Man, Woman and Child in Greater Richmond

and the South

## SHOULD KNOW THIS FACT:

NOTE IT WELL

THE

# UNION BANK OF RICHMOND

1107 East Main Street

Is the Oldest, Strongest and  
Safest Savings Bank  
in the South

Write for our booklet, "Banking by Mail."

3%—Interest, Compounded Twice a Year—3%

Capital ..... \$ 219,750.00  
Surplus ..... 600,000.00  
Assets, over ..... 2,000,000.00

J. B. BEASLEY, President.

GEO. W. CALL, Cashier.

DIRECTORS.

R. T. Arrington,  
Samuel W. Tompkins,

Chas. Davenport,  
T. W. Pemberton.

B. Alsop,  
J. B. Beasley,

sioned building and that part known as "building No. 3," is the box factory, and here the company makes its own boxes for packing purposes, and here they also make their own display cases. This department is of itself quite an industry, employing many expert workmen. The boiler house is the fourth department of this big establishment, and like all the other departments, it is equipped with twentieth century machinery. In the transaction of business in this big establishment, and the business moves here with clockwork regularity, the telephone cuts quite a figure, and no house in Richmond or anywhere else is better equipped in this particular. Seventeen house 'phones and seven city 'phones are in use.

### The Glass Bottle Factory.

Now, be it remembered, that all of these extracts made by the Sauer Company and shipped to all parts of the country are finally put up in small bottles that will almost fit into a vest pocket. It would be hard to estimate the number of bottles they use in a year. Several years ago, before the business had reached its present gigantic proportions the company found that it was not wise to depend upon the glass bottle factories of Pennsylvania and New Jersey for their bottle stocks. Labor troubles and like annoyances came along too often, and so they planned for the manufacture of their own bottles. They bought a glass factory that was doing a small business at the foot of Seventh Street, and for several years have been making their own bottles right here in Richmond. The growth of the extract business enlarged the glass factory business, and now that it has become quite an industrial enterprise that Richmond is reasonably proud of, and well it may be, for it employs about 175 well paid people.

**Great Is Greater Richmond.**  
Taken altogether the C. F. Sauer Company's big plant, or rather plants, are things that show what Richmond energy and hustle can do, and the story I have imperfectly written of the rise and progress of the same may be a hint to others, a hint that may convey the idea that with its railway facilities and its thousand and one other advantages there is no better place on the earth for big industries of any and all kinds than little old, solid old Richmond.

It is worthy of remark, in conclusion, that there is no firm in Richmond that has been a bigger advertisement of the city, and its advantages than this Sauer concern, for they have invaded the wide, wide world, and have hanging to their belt to-day not less than fourteen medals won at great expositions in Europe and America, medals that evidence the superiority of the goods they make, and at the same time advertise Greater Richmond to all the world.

### LEAF TOBACCO NOTES.

Nothing Doing in Loose Leaf—Little to Be Done in Package Lots.

The transactions in leaf tobacco for the past week in Richmond were confined entirely to package goods sold by retailers and redriers and sold by sample, and but very little of this business was done. The same is true perhaps of other markets in Virginia and North Carolina. There is no loose leaf selling in either State, for the simple reason that there is no money to sell. There is little of no package business going on for the reason that the holders of these goods have but small stocks, and they are not anxious to dispose of them in view of the many harrowing reports that are coming in about a short crop this year, reports that have been reported for eight States and to bad opening seasons and a long-continued drought. The holders are of the opinion that if half the truth has been told about the shortness of the growing crop

## While Traveling This Summer

Use Travelers' Cheques of the American Bankers' Association, which you can get from us, to pay hotel, railroad and steamship bills instead of coin or currency.

Currency or coin, if lost or stolen, is gone; but an "A. B. A." cheque, if lost or stolen, will be replaced at its full value unless you have countersigned it.

Never countersign one of these cheques until you're ready to use it.

You'll dispense with all delays and embarrassments in obtaining funds, as the cheques are self-identifying.

What are you doing with your July dividend money?

Why not put it in our savings department and let it be earning 3 per cent. compound interest?

## Commonwealth Bank,

12 NORTH NINTH STREET.

BRANCHES:

4 East Broad Street,

Twenty-fifth and Broad Streets,

3914 Williamsburg Avenue.

the old stocks they have in the hogheads and the ticks will be worth something like their weight in gold a little later on, about the time the truth of these reports is well established, if it ever is. And so the dealers and holders are not offering many samples except when and where, for financial or other reasons, they dare not hold any longer.

### INDUSTRIAL BRIEFLETS.

**New Plants Going Up in the Virginias and North Carolina.**—The General Situation. Chattanooga, July 5.—While the number of new industries established in the South during the past week is not as large as shown for the previous weeks of the year, by comparison with the corresponding week in 1910, the showing is decidedly favorable. Vacation time is generally less active than other periods, but at that, the new industries for the week, as reported to the Trade Bureau, are, many of them, capitalized for amounts that suggest extensive development. Following is the Tradesman report for the States named below:

Virginia.—Alexandria, \$25,000 light plant; Bristol, \$20,000 hotel company; Charlottesville, \$25,000 orchard company; Lynchburg, \$10,000 realty company; and \$25,000 dispensing apparatus factory; Newport News, \$10,000 realty company; Norfolk, \$10,000 amusement company; Roanoke, \$15,000 brick plant; Rural Retreat, \$25,000 bank; Tazewell, \$10,000 motor-car company.

West Virginia.—Anawak, \$25,000 bank; Elk River, \$25,000 lumber company; Fairmont, \$25,000 theatre company; Huntington, \$25,000 gas company; New Cumberland, \$15,000 electric company; Parkersburg, \$10,000 oil and gas company.

North Carolina.—Durham, \$50,000 cigar factory; Lumberton, \$25,000 automobile company; Statesville, \$10,000 gas plant.

## Branch, Cabell & Co.

1115 E. Main St.

Phone No. 43.

Members New York Stock Exchange and Chicago Board of Trade.

Certified Public Accountant.

E. A. BARBER & CO.

ACCOUNTING, AUDITING,  
ORGANIZING, SYSTEMATIZING,  
215 Mutual Building,  
Richmond, Va.  
Phone Mad. 5321.

**North Carolina Growth.**  
Raleigh, N. C., July 5.—The marked improvement in farm values in North Carolina is shown from a compilation of census figures just received: Improved acreage, from \$3,270,000 to \$3,800,000, or 6 per cent; value of land from \$111,554,000 to \$124,845,000, or 11 per cent; value of buildings from \$22,700,000 to \$111,170,000, or 115 per cent; average value per acre of land from \$24 to \$15.29, or 145 per cent; and value of implements and machinery from \$10,100 to \$15,125,000, or 150 per cent.

**Congressmen Getting Busy.**  
Fayetteville, N. C., July 5.—Hon. William Kent, member of Congress from California, and J. F. Jordan, of North Carolina, have purchased 8.00 acres of land near Stancheater between Fayetteville and Sanford, in Cumberland and Harnett counties, N. C., with a view to development.

**Southern Farm Values.**  
Washington, D. C., July 5.—The value of farm lands and buildings in the South in 1910 was quite close to \$4,000,000,000, according to conservative estimates based upon the figures reported for eight States and the District of Columbia. That was an increase of nearly 100 per cent. over the value of 1900.

## A Boom in Business

Is prophesied by shrewd bankers for the fall and winter. Are you in a position to take advantage of it? Or have you let your factory run down so that your competitors will get the jump on you?

Cylinders Rebores,  
Crank Shafts Turned up,  
Bushings Made

Richmond Machine Works, Inc.

Successors to

Mayo Iron Works, Inc.,

Madison 1186.

2404 East Main Street.

## PAINTS

Original

Tanner Paint & Oil

1417 and 1419 East Main

Richmond, Va. which

Electrical Shoe Sh

Richmond, Va. which

Electrical Shoe Sh

A. T. GRAY

CIGAR COMPANY'S STORE

836 E. Main Street.

**WILLIAM MCK. EVANS**  
CERTIFIED  
PUBLIC ACCOUNTANT.  
MUTUAL BUILDING.  
PHONE MAD. 4144. RICHMOND, VA.

THE SOUTHAMPTON BRIDGE OVER JAMES RIVER, BETWEEN WESTHAMPTON AND SOUTHAMPTON (OPEN SUNDAY).